

Message Text

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PAGE 01 KUWAIT 03167 290525Z

12

ACTION PM-07

INFO OCT-01 NEA-14 ISO-00 AID-20 IGA-02 MC-02 EB-11 COME-00

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P R 290433Z JUL 74

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC PRIORITY 0374

SECDEF WASHDC//ISA(SA)/DSAA//

INFO DA WASHDC//DALO-ILS//

USCINCEUR

C O N F I D E N T I A L KUWAIT 3167

EO 11652: GDS

TAGS: MASS KU

SUBJ: IHAWK NEGOTIATIONS, KUWAIT

REF: A. KUWAIT 2820 (DTG 060940Z JUL 74)

B. KUWAIT 2459 (DTG 130626Z JUN 74)

1. INITIAL MEETINGS BETWEEN RAYTHEON AND GOK REPRESENTATIVES HAVE BEEN HELD. GOK REPRESENTATIVES HAVE INDICATED THAT THEY ARE OF THE OPINION THAT TECHNICAL MATTERS CAN BE DISPOSED OF WITHIN ONE WEEK, AND FINANCIAL MATTERS WITHIN AN ADDITIONAL TEN DAYS SUBJECT TO RESOLUTION OF PROBLEM AREAS DESCRIBED BELOW.

2. PROBLEM AND/OR MATTERS OF CONCERN WHICH HAVE BEEN IDENTIFIED ARE AS FOLLOWS:

A. RAYTHEON PROPOSAL DOES NOT INCLUDE THE TSQ-73, THE COMMAND AND CONTROL ELEMENT. RAYTHEON HAS NOT INCLUDED IT FOR TWO REASONS, LACK OF FIRM COST DATA, AND CORPORATE UNCERTAINTY OF THE PRODUCTION STATUS OF TSQ-73. GOK REPRESENTATIVES HAVE EXPLICITLY INDICATED THEIR DISAPPOINTMENT IN THIS ASPECT, AND STRESSED THEIR NEED FOR A COMPLETE, INTEGRATED SYSTEM. REFERENCE A HAS PREVIOUSLY REQUESTED INFORMATION ON THE STATUS OF THIS EQUIPMENT.

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PAGE 02 KUWAIT 03167 290525Z

B. COST DATA ON ITEMS TO BE FURNISHED BY SUG TO RAYTHEON, RESEARCH AND DEVELOPMENT RECOUPMENT, ETC, ARE STILL NEEDED. BEST INFORMATION LOCALLY AVAILABLE IS THAT THIS INFORMATION IS NOT EXPECTED UNTIL MID-AUGUST. GOK REPRESENTATIVES APPEAR MOST CONCERNED WITH OBTAINING A FIRM ALL-INCLUSIVE PRICE. THEY VIEW WITH EXTREME DISFAVOR FOOTNOTES WHICH STATE THAT ADDITIONAL COSTS MUST BE ADDED TO FIGURES QUOTED.

C. ASSURANCES THAT CERTAIN TRAINING TO BE PROVIDED BY THE USG UNDER AN FMS CASE WILL BE AVAILABLE AS REQUIRED TO MEET THE OVERALL IHAWK TRAINING PROGRAM. IT IS MY UNDERSTANDING THAT APPROPRIATE DOD AGENCIES HAVE FULL PARTICULARS ON THIS MATTER. REFERENCE B APPLIES.

3. I RECOGNIZE THAT DOD AND, PARTICULARLY, DA HAVE ALREADY GONE TO GREAT LENGTHS DURING THE LONG AND FRUSTRATING HISTORY OF PROPOSING THE IHAWK TO KUWAIT. HOPEFULLY, WITH THE FAVORABLE CLIMATE WHICH NOW APPEARS TO EXIST, HOWEVER, WE WILL SOON HAVE A CONTRACT IN HAND. BECAUSE WE APPEAR TO BE SO CLOSE TO THE GOAL, I BELIEVE A CONTINUED HIGH PRIORITY OF EFFORT TO GET THE PROGRAM UNDERWAY IS WARRANTED.

4. ACTION REQUESTED:

A. A RESUME OF THE STATUS OF THE AN/TSQ-73 INCLUDING AS A MINIMUM THE NUMBER OF EQUIPMENTS BUILT, WHETHER OR NOT IT HAS BEEN INTERFACED WITH IHAWK, A BRIEF RESUME OF EXISTING PROBLEMS (IF ANY) AND THE LATEST ESTIMATE OF PRICE AND AVAILABILITY.

B. COST DATA AS DESCRIBED IN PARA 2B ABOVE AT THE EARLIEST POSSIBLE DATE. DATA SHOULD BE FURNISHED AS IT BECOMES AVAILABLE.

C. CONFIRMATION THAT I MAY PROVIDE USG ASSURANCES TO THE GOK THAT THE TRAINING REQUIRED TO MESH WITH THE OVERALL IHAWK TRAINING PROGRAM WILL BE AVAILABLE. THE FORMAL LETTER OF OFFER SHOULD FOLLOW AS QUICKLY AS POSSIBLE, OF COURSE.
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